

## **Historic, Archive Document**

**Do not assume content reflects current scientific knowledge, policies, or practices.**



62,45

B. P. L. FIELD INVESTIGATIONS IN POMOLOGY

ANS.....

RECD JAN 13 1913

AM

9 10 11 12 1 2 3 4

PM



HALF-GROWN FROTSCHER NUTS, GREATLY REDUCED.

The I. E. Bass & Sons Pecan Co.

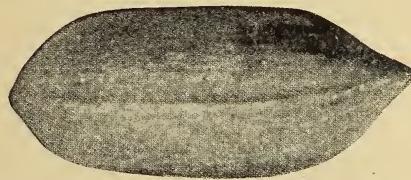
Lumberton, Miss.

1911-'12



# THE PECAN TREE

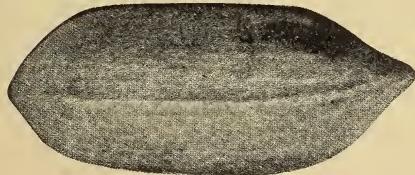
...HOW TO BUY IT...  
HOW TO PLANT IT  
HOW TO GROW IT  
WHERE TO GROW IT  
...THE PROFIT IN IT...



## A FULL TREATISE UPON ALL PHASES OF PECAN CULTURE

WITH EXTRACTS FROM GOVERNMENT  
REPORTS

Devoted to the Interests of the Landowners of the South  
Who Wish a Competent Income for Themselves and Their Posterity.



THE I. E. BASS & SONS  
PECAN COMPANY

LUMBERTON

MISSISSIPPI

## INTRODUCTORY.

---

In presenting our fourth annual treatise on all phases of pecan culture, it affords us much pleasure to present it in larger form and to include many new features of great advantage to prospective buyers.

It has been very gratifying to us to have our catalogue received with so much favor, and placed among the highest authorities on pecan culture by prominent growers, State and Government officials. This unsolicited commendation from men of such high standing, together with the many complimentary letters from our customers expressing their appreciation for the high quality of pecan trees that we have supplied them, gives us great encouragement to put forth extra effort to keep up and surpass, if possible, the high class of our output.

We are pecan specialists of national reputation. Our whole time and attention being given wholly to pecan culture, we are naturally able to give you the best the market affords. Your inspection of our great pecan nursery is earnestly solicited. Our trees cost a little more than those of the wild-cat schemers and bogus companies, but are worth it. Our larger, hardier and more vigorous trees must not be placed in competition with the runty, stunted stock of unreliable dealers.

We offer you absolutely the best pecan trees. To this, and to our honesty, reliability and conservatism we attribute our phenomenal success and remarkable growth. The information on pecan culture in the following pages is not colored or speculative, but reliable and conservative. It is our object to present to business men a business opportunity that is a safe, sure, reliable and permanent investment, and is entirely free from all speculation or risk. It is upon this basis that we urge you to read this booklet carefully and grasp the great opportunity opened to you.

**Importance of Paper-Shell Pecans.**—The pecan is unequaled by any other American nut-bearing tree as a commercial investment. It is known and admitted by all careful investigators to have no superior and few equals in the long list of nut-bearing trees. Because of its intrinsic worth pecan culture is destined to assume front rank in the list of our cultivated fruits. Especially is this true of the Cotton Belt of the South—the natural home of the pecan. The day

is not far distant when you will ask for and recognize Frot-scher's Egg-shell, Stuart, Van Deman, Success and other leading varieties of pecans as familiarly as you now ask for and recognize a certain variety of apple, orange, grape, etc.

Pecans are now sold in large quantities in our markets. Nearly all of these are the products of uncultivated or



One of Our Trees Blooming Profusely Two Months After Being Grafted.

forest trees. A private trade uses all of the products of the meritorious budded and grafted pecan trees at prices ranging from twenty-five cents to one dollar per pound. You can sell the nuts of any of the varieties that we offer you at from sixty cents to one dollar per pound wholesale, F. O. B. your place.

**The Demand Increasing Rapidly.**—The demand for all grades of pecans has increased about 400 per cent in ten years. The price

has also increased more than 100 per cent. This great increase is due to the natural increase in wealth and population and to the greater fact that pecans are now recognized as foods and not merely as condiments and luxuries. They are now entering largely into the daily diets of our people. According to analysis, the pecan is



One of Our Ten 15-Foot Trees Set Out Two Years.

richer in fat than any other nut—70 per cent being fat. Its wholesome, nourishing and palatable qualities give it a very high food value.

**The South Has a Monopoly on Pecans.**—The Cotton Belt of the South is the natural home of the pecan. Because pecans can be grown successfully nowhere else, the world must forever look to

the South for her pecans. As yet we do not supply the local demands, to say nothing of producing any for export. With our great natural advantages for developing an industry, the profits of which stagger the imagination, our people go on from year to year temporizing with cotton and other unsafe crops that add no increase value to their lands when they could be cultivating these staples

between the pecan trees and at the same time be adding a permanent increment to their lands that would grow in value all the time.



Many of Our Nursery Trees Bear First Year Grafted—The Result of Using Best Grafts.

large value in small bulk. Pecans do not require expensive harvesting, fancy packages and cold storage. They are not a perishable commodity—you have the whole year in which to sell your pecan nuts and have the whole world as your market for them. Of what other fruit grown in the South is this true?

**A Bona Fide Industry.**—The pecan business is a bona fide, substantial, permanent industry, despite the wild-cat schemes and

**A Safe Investment.**—A pecan orchard under proper conditions and given good care is a safe and profitable investment. It is an enduring investment—one that you can hand down to your children and grandchildren. It yields a crop for which there is an unlimited demand with immense profits, with no prospect of over-production. On a small outlay of money and patience you get great returns. You get a product of

bogus companies that have been foisted upon it by unprincipled speculators. Counterfeit pecan dealers are proof that there are reliable ones; just as counterfeit dollars are proof that there are good dollars. Every landowner who is fortunate enough to own land in the Sunny South should plant high-grade pecan trees. They should be planted about the lawns for ornament, about the door-yards for shade, and on the farm for profit. No tree is more beautiful than the pecan, and none more dearly loved by the children. Is there a single country home that can afford to be without them? If the unprofitable elms and sickly oaks, the ragged maples that encumber farm yards in the South would give way to the beautiful and productive pecan tree, millions of dollars would be added to the yearly crop of the South.



A Heavy Blooming and Bearing Tree at Three Years From Planting.

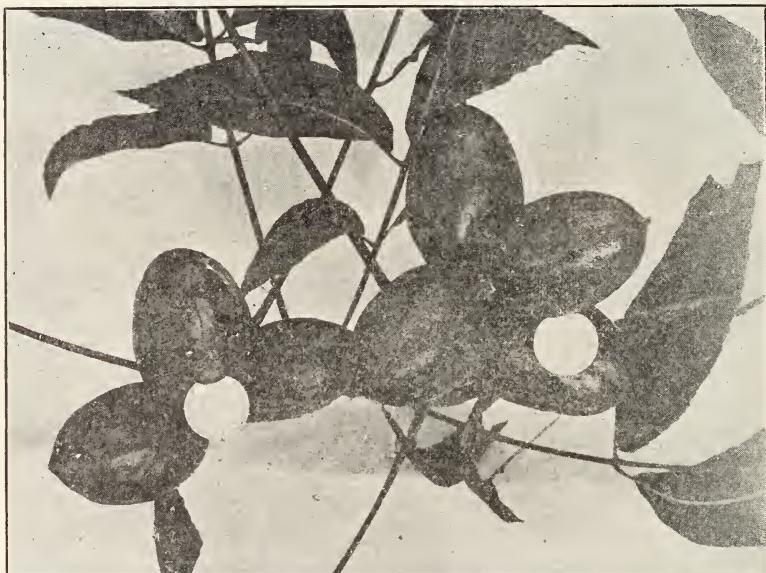
**Our Budded and Grafted Trees Quick Bearers.**—Our budded and grafted pecan trees will come into bearing two to four years from planting, and in a short while will yield a handsome income. We are getting many letters from customers to back up this assertion. The little limb on the cover page of this treatise, containing nine fine nuts, is from a Frotscher's Eggshell tree sold by us to Dr. Thompson three years ago and planted at that time by him. This tree had a few nuts on it last season when it had only been out two years and this season has 200 fine nuts or five pounds. These nuts are in great demand at \$1 per pound. A \$5 crop off of a \$1.50 investment in three years is certainly making money.

rapidly, isn't it? But the owner says he would not take \$100 for the tree. So really a \$1.50 tree has increased to be a \$100 tree in three years. Now this is just one of several instances where our trees are bearing in their second, third and fourth year from planting. And why shouldn't they bear early? The buds and grafts used in our trees are all from the very best old heavy bearing trees, the stocks strong, thrifty, and well rooted. Hundreds of these trees are loaded with bloom in the nursery. The trees are three to five years old before we sell them—in two to four more years they will have a root system from five to nine years old. They are then old enough to bear where well cultivated.

**Why You Should Plant Our Pecan Trees.**—Because there is nothing that will yield so much clear profit as a well cared for pecan orchard of our select budded and grafted varieties. Because if you want to sell your place nothing will help more than a pecan orchard. Because there is no other important crop less subject to injurious diseases and insect pests. Because there is no danger of over-production and low prices for the next century. Because there is no crop you can raise which will yield as many bushels per acre of good, wholesome, nutritious food for either man or beast. Because there is no industry that embodies to a greater degree the elements of safety, profit and permanence as an investment. Because you cannot buy any bearing tree for less than \$100.

**Plant Only Budded or Grafted Trees.**—The results from budded or grafted trees are exactly the same. One should bear as quickly as the other and should be equally as valuable. Grafting is done in the late Fall, Winter and early Spring months while the trees are dormant. Budding is done in the late Spring, Summer and early Fall months, when the bark slips readily. The following are some of the many reasons why you should plant budded or grafted trees instead of seedlings: First, they bear much earlier; second, they reproduce the same variety from which buds or grafts were taken; third, the bearing characteristics of the tree from which the buds or grafts were taken will be perpetuated; fourth, the product is much more valuable—the nuts being larger and of uniform size; fifth, it does not cost any more to raise fine varieties; sixth, you can gather and market your yield more easily and more cheaply when of the same variety.

**Why Pecan Trees Cost More Than Other Fruit Trees.**—Prospective planters of nut orchards are often shocked by the high prices asked for pecan trees. They are quoted in nursery catalogues at from 50 cents to \$2.50 each, according to size and quantity. This is so much in excess of apples, peaches and other nursery stock that it would appear to the uninitiated that pecan nurseries charge exorbitant prices for their output. But these prices for high-grade

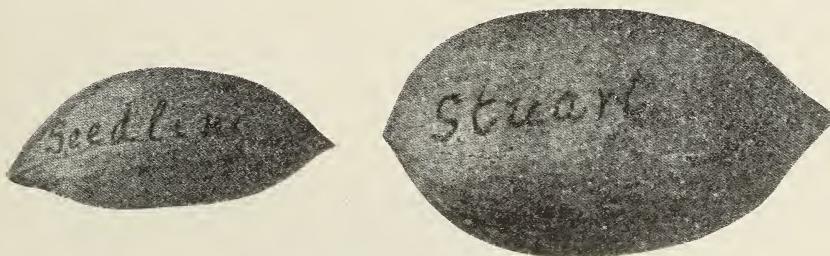


Half-Grown Success Nuts.

budded and grafted paper-shell pecan trees is only commensurate with the high cost and trouble of producing the trees. There is scarcely any other nursery stock that is more difficult or expensive to grow. In the first place, the pecan seed cost more and produce fewer trees to the pound than pear, plum, apple, cherry, etc. After planting the nuts they are preyed upon by field rodents, and it is difficult to get a stand. The seedlings grow slowly and cannot be budded or grafted the first year as other nursery stock. Ordinary methods of propagating the peach and apple fail with the pecan. It is necessary to use special and difficult methods of budding and grafting. Even under the best of conditions rarely do more than fifty per cent of the grafts or buds live. Pecan buds and grafts

are much more expensive than scions of other fruit trees. Many of the trees do not grow off rapidly after they have been successfully budded or grafted—reputable nurserymen destroy these runty sprouts. Unfortunately, all nurserymen are not as scrupulous as they should be; and while the honest propagator will destroy these sorry trees, the unprincipled concern will use them to fill orders for “cheap trees.”

**Don't Look for Cheap Trees.**—Nine times out of ten you are getting culls and trees of poor varieties. You will find that these



The Large Nut Planted—The Small One the Result.

trees are by long odds the most expensive trees on the market. If you are an intending planter you should fear cheap trees as you would a pestilence. It takes from three to four years to produce a good budded or grafted pecan tree. They must be dug carefully by hand and well packed to keep from injuring the root system. You will now understand why we cannot sell trees of the highest quality as cheaply as the dishonest and unscrupulous dealer in cheap trees. Our trees cost you a little more, but are worth ten times as much.

**A Pecan Orchard Not Expensive.**—On account of the wide distances at which pecan trees are set a pecan orchard is less expensive than most other fruit tree orchards. The nut trees take practically no room for a few years and the ordinary cultivated crops can be grown as usual. The pecan trees will not need much of the land before they are paying you many times as much as the other crops will. It is because the planter can continue to use the orchard for other crops that a pecan orchard can be grown in the South as cheaply as any other orchard.

**Cost Per Acre of Pecans.**—Our observation and experience has led us to the conclusion that pecan trees ought not to be planted—except where shade is an important item—less than sixty feet apart.

This means only twelve trees on the square plan and fourteen on the triangle plan to the acre. Except to the close observer this will seem too far apart. But you must realize that the pecan tree is a very long-lived, large-growing tree and will need a great deal of room when it gets to be fifteen or twenty years old. Many well set and cultivated orchards have failed to give their best production because at the very time when they should give their greatest returns they are starved for root and leaf space. When we urge you not to plant a commercial orchard less than sixty feet apart and on our triangle plan, we are giving you the benefit of our best judgment, based on our own experience, observation, and the lessons of others. You will readily see that from a pecuniary point of view it would pay us for you to put your trees closer—we would get to sell you more trees.

#### **Pecan Growing Better Than Fruit Growing.—**

You know that many fortunes have been made in fruit growing. But where one pecan tree dies thousands and even millions of fruit trees die. Fruit trees blight and take San Jose scale, but not so with the pecan. You do not have to spray pecan trees. While early fall frosts and late spring freezes kill millions of dollars' worth of fruit the pecan flourishes! The fruit dealer is at the mercy of the wholesale buyer because his product will soon rot. He must sell quickly and gather the fruit in all sorts of bad weather. The pecan grower can take his time. Pecans keep for



See the Heavy Bearing Branches of a Budded Tree.

many months. They cannot deteriorate while in transit to market. The cost of maintaining a fruit farm is considerable; the cost of maintaining a pecan farm insignificant. The life of a fruit orchard is of short duration; the life of a pecan orchard is such that it will bring you a life income and continue to do the same for your children and your grandchildren.

**Pecan Growing and Stock Farming.**—No two industries can be better combined than pecan growing and stock farming. In this section of the South you can pasture your cattle nine months of the year. What can make a prettier sight than to see your own fine blooded stock grazing between high-grade pecan trees that are producing you a princely revenue?

**Plant Pecans in the Cotton Field.**—The best place for setting out pecan trees is in cultivated lands. The trees can be set successfully in the rows of any cultivated crop—where a little space is given for the tree. Cotton is an ideal nurse crop for pecans, and no one can get a pecan orchard going as cheaply as a cotton farmer. The trees can be set in the rows and the cultivation and fertilizer that you give the cotton will be the ideal thing to start your pecan trees in life. Injury from the "nigger and mule" can be safely avoided by driving up stakes around the tree. Lands used for melons, cantaloupes, tomatoes, potatoes, etc., are ideal for pecans and will scarcely interfere with the growing of your truck. By this gradual transition from cotton, truck or peanut crops to the pecan orchard it is possible to change a precarious annual crop into a permanent paying investment without the loss of the land for a single season.

**Pecan Orchards Better Than Life Insurance.**—An amount equal to the annual premium on a \$5,000 life insurance policy, invested in planting a pecan grove annually, will in a few years yield an amount equal to the face value of the policy, and the yield increases for fifty years. You do not have to die to reap the reward. You can live and enjoy it. Your widow, children and grandchildren can enjoy the annual income for a century thereafter. Parents, young men, women and guardians of children, wishing to make a small investment where it is surest and best, will find in a pecan grove an income for life, which can be obtained in no other way so quickly and cheaply.

**Pecans for Professional and Salaried People.**—A pecan orchard is the ideal investment for salaried and professional people. Physicians, lawyers, dentists, professors and school teachers and all

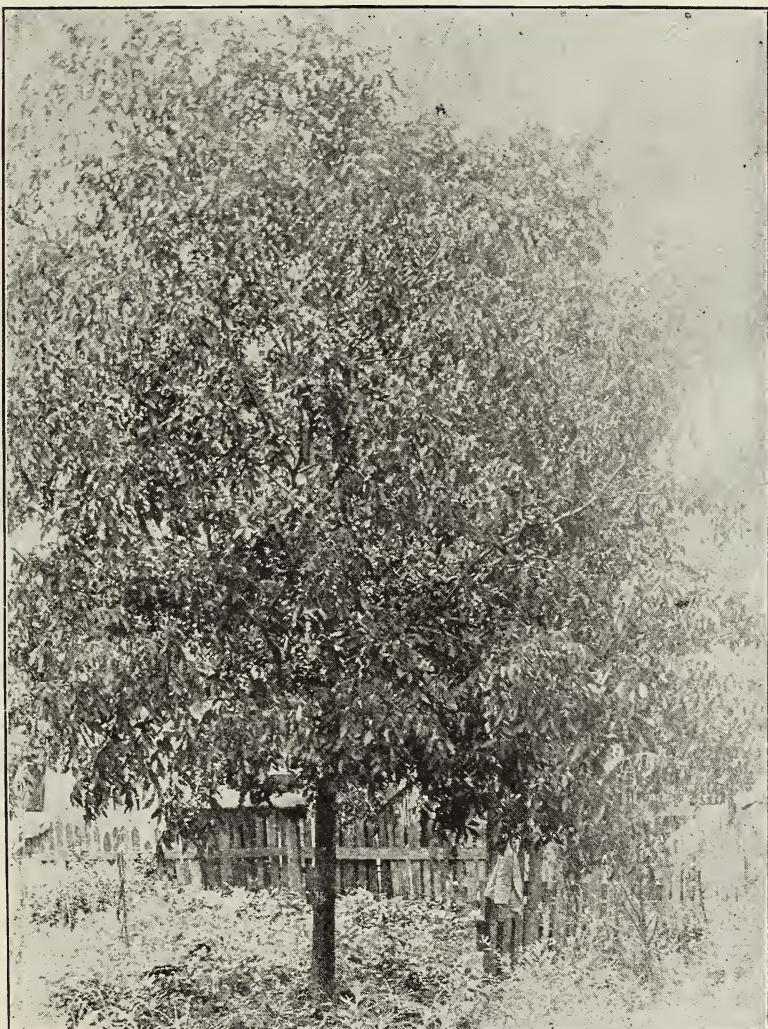
others earning a steady, moderate income have their best opportunity for making and saving their money in a pecan grove. For pecans are the easiest crop to grow, cultivate and market. Unlike grain, truck and small fruit, replanting is not necessary. Once planted a pecan tree lives and grows and bears for hundreds of years. Very little attention is required from the start and this grows less and less as the trees get older. The crop is constant, easily and cheaply gathered. It cannot rot or spoil; the demand for this greatest of all food nuts is strong and rapidly increasing. The world's biggest markets are only a few hours from your doors. A five or ten-acre orchard will send your children to school and give them a college education and a start in life when they get out of school. You should read the next few pages very carefully. We know that the message they bring sounds like a fairy tale, but these figures are taken from actual facts and are absolutely logical and reasonable.

**The Ramsey Pecan Orchard.**—Mrs. F. D. Ramsey, living a few miles north of Albany, Ga., last year definitely and finally refused an offer of \$80,000 for an eighty-acre tract of twelve-year-old pecan trees. Think of it!—\$1,000 per acre for land that would be worth only fifteen or twenty dollars per acre without the pecan trees. No doubt your land is just as good as this Georgia land, and our pecan trees will make it as valuable. This is enough to stagger the imagination, but can be verified any day. When asked why she did not sell for the large sum offered for the property, Mrs. Ramsey said: "Well, I just couldn't think of anything in which I could invest the money so it would be as safe for my children or bring them in more certain returns in the future than where it is right now."

**Pecan Trees Worth \$2,000 Per Acre.**—The Texas Department of Agriculture, Bulletin No. 2, says: "By planting pecan trees among orchard trees of shorter lived fruits, it is entirely practical to carry on extremely profitable operations on land between the trees, and at the same time be growing a pecan grove that will be worth at the time that it will need all of the space, fully two thousand dollars per acre."

**Twenty Thousand Dollars for Eleven-Acre Pecan Orchard Refused.**—The Nut Grower for March, 1910, says: "Among the many people who visited Albany during the 1910 Convention was a lady from a South Georgia town, who has a pecan orchard of eleven acres bearing. Although they are seedling trees, the nuts are fine

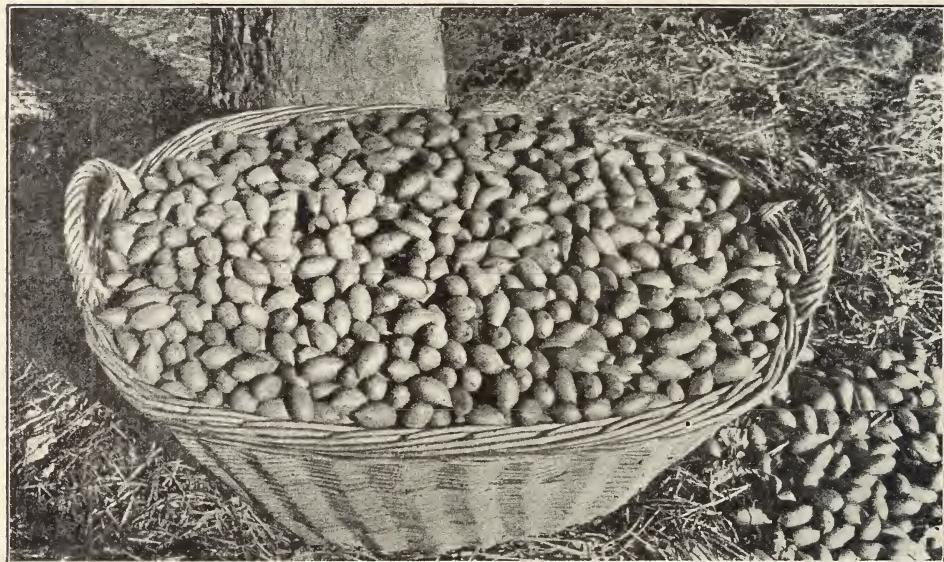
and the yield so fair that she recognizes the value of the property to such an extent that flattering offers to purchase the grove were



This Beautiful Tree Yielded \$40 Worth of Nuts Three Years From Time Set Out.

refused. Several Georgia papers have reported that she refused \$20,000 for the property."

**The Remarkable Profits in Pecans—Yield.**—Budded trees have been reported as bearing fifty nuts the second year from planting, and at six years of age they yield from fifteen to thirty pounds of nuts per tree. A yield of one hundred and fifty-five pounds has been reported from a ten-year-old tree, and a tree nineteen years old produced six hundred and eighty-three pounds of nuts. In "Nut Culture," issued by the United States Department of Agriculture, the following appears: "The crop usually increases until the tree arrives at full bearing at the age of twenty, thirty or forty years." The tree grows rapidly, reaching a height of from twenty to twenty-five feet within ten years. James R. Wheat, Monticello, Fla., on



The Kind of Nuts Trees Bought From Us Will Bear—Uniform in Size, Color and Shape.

April 2, 1907, said: "I got 900 pounds of pecans off one tree which is about twenty years old. I consider this tree worth five hundred dollars. My fine paper-shell tree bore 300 pounds this year; it is twelve years old. I got \$54 for the nuts. I got \$155 from four trees the past season. I consider a tree of improved varieties will bring an income of \$25 per year."

**This Is Your Opportunity—Grasp It!**—Did you know that 98 people out of every 100 in the United States never succeed beyond making a bare living? It is not because they lack the opportunity

or even because they never have the capital. It is the failure to grasp the opportunity when it does come. This has kept the poor poor indeed, and the ability to see a good thing and make the most of it to-day instead of putting it off until some other time has made the rich rich. If you are an optimist and believe that the opportunities of to-day are as good as those of yesterday, and have the courage to grasp opportunity when she calls and the patience to wait a few years for that wealth that 98 per cent of the people fail to get, you cannot afford not to put out some of our high-grade budded and grafted paper-shell pecan trees this very year. If you are a pessimist, you will let this type of opportunity pass. You will be what 98 per cent of the people are—toilers. We offer you our most heartfelt sympathy.

**What One Frotscher Tree Has Done.**—The following is a careful record of what one Frotscher's Eggshell pecan tree has done. It was planted in 1892 on average pine land when about three feet high, and cost the owner \$2. This tree has had good cultivation, but no better than the average nursery tree ought. Below we give you the number of pounds this tree yielded, the number per acre of fourteen trees, and the number per five acres of seventy trees and the income on five acres of seventy trees, at the very lowest price that any of the varieties of pecans we are offering you will sell for for the next fifty years. These nuts are now bringing \$1 per pound, but to be absolutely sure that our figures will hold we will base our estimate on a price of twenty-five cents.

| 1896.....      | one        | fourteen    | seventy     | \$0.40      |
|----------------|------------|-------------|-------------|-------------|
| 1897.....      | 7 lbs.     | 98 lbs.     | 490 lbs.    | 122.50      |
| 1898.....      | 10½ lbs.   | 147 lbs.    | 735 lbs.    | 183.75      |
| 1899.....      | 13½ lbs.   | 189 lbs.    | 945 lbs.    | 236.25      |
| 1900.....      | 27 lbs.    | 378 lbs.    | 1,890 lbs.  | 472.50      |
| 1901.....      | 16 lbs.    | 224 lbs.    | 1,120 lbs.  | 280.00      |
| 1902.....      | 45 lbs.    | 630 lbs.    | 3,100 lbs.  | 775.00      |
| 1903.....      | 80 lbs.    | 1,120 lbs.  | 5,600 lbs.  | 1,400.00    |
| 1904.....      | 121 lbs.   | 1,694 lbs.  | 8,470 lbs.  | 2,117.50    |
| 1905.....      | 131 lbs.   | 1,854 lbs.  | 9,170 lbs.  | 2,292.50    |
| 1906.....      | 96 lbs.    | 1,344 lbs.  | 6,720 lbs.  | 1,680.00    |
| 1907.....      | 30 lbs.    | 420 lbs.    | 2,100 lbs.  | 525.00      |
| 1908.....      | 169 lbs.   | 2,366 lbs.  | 11,830 lbs. | 2,957.50    |
| 1909.....      | 352 lbs.   | 4,928 lbs.  | 24,640 lbs. | 6,135.00    |
| 17 years ..... | 1,098 lbs. | 15,372 lbs. | 76,860 lbs. | \$19,215.00 |

**Stop a Moment and Consider This Table!**—The yield the seventeenth year would be 4,928 pounds of pecans per acre of only fourteen trees. Or, in other words, you would get a crop worth \$1,232 off one acre at the very lowest price possible for pecans of such excellency. Five acres would bring you an income of \$6,160, and ten acres the handsome sum of \$12,320 yearly. Remember, that this means that you are to give your trees good attention and only get one-fourth the price the nuts now command. Now this man bought a tree not larger than our 3-4-foot tree. A larger size would have come into bearing earlier and, of course, yielded more nuts. But to get down to the actual cost now of putting out one acre and five acres. Fourteen trees will now cost you only \$12.95 and seventy trees only \$64.75. Say that you buy larger trees and pay twice as much for them. You are still getting them for less than this man paid for this small tree. Don't rest until you put out an acre or an orchard of from five to ten acres. It does not cost much to put out a ten-acre orchard.

**Wiser Than Solomon.**—You can't find a community that has not got several of those seedy, sad, forlorn, penniless unfortunates who will tell you that they could have put out pecan trees ten years ago and been as rich as some of the rich men of the community. Old men are usually good advisors. See how many old men there are who will tell you that they are not sorry that they did not plant seedling trees twenty or thirty years ago. Budded and grafted trees will do in half the time what these seedling trees would have and be five times as profitable besides. Your opportunity for making money out of pecans is just about 500 times as great as it was twenty years ago. Don't put it off and forever be sorry of it. Next year is not as good as this year. Put out now they will be one year nearer putting you forever in your easy chair.

**A Beautiful Picture.**—Consider what it means to own land! Something that can never be stolen, burnt, lost or taken from you or your heirs—land that will never need any great amount of care or cultivation. Then picture to yourself on this land a tree, which is one of Nature's hardiest offsprings; which lives and produces increasing crops every year for more than a century; which requires less and less attention as it grows older and more profitable. This is not open only to the rich, the average man or woman can grasp this opportunity. Take now—to-day—the step that means a life income to you and protects your dear ones from want.

**Selecting Varieties Very Important.**—So many customers leave the selection of their pecan trees to us that we have decided for our own safety as well as theirs to sell and advocate only those varieties that are backed up by the Government experts and other leaders in pecan culture as the best. No one will tell you that the trees listed in this catalogue are not at the very top of the ladder at this time. They have had a wide test and have proved the best in the widest area. There are other good varieties besides those we list, but there are none their equal in the eyes of the pecan experts of the country. Nearly every nurseryman recommends a new variety, but not one can knock these. They are not new, but the ones that have stood the test and are still at the top. We are willing to stake our reputation on all but the Nelson. We have confidence in this variety. Don't be afraid to select from this list—it is the safest ever offered you by any nursery. Do not think that the mere fact that a nurseryman has budded or grafted stock for sale is a guarantee of quality, as wood of the best varieties, either for budding or grafting, remains high-priced, therefore thousands of trees are grafted and budded to comparatively inferior varieties by unscrupulous propagators and sold at a cut rate to the inexperienced planter. So buy only of the most reputable nurserymen, and be sure that you are not cheated.

**Pecan Trees for Shade.**—As a shade tree the pecan is unique. Its clean, strong, stalwart form proclaims it an aristocrat among the trees. The tree grows to be of large size and has a beautifully symmetrical form. The trunk of a budded or grafted tree is straight, clean and upright, carrying its lacelike foliage high out of reach



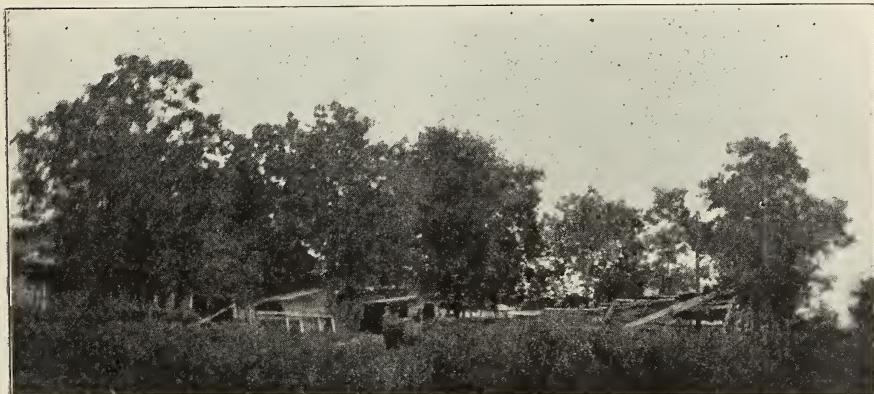
A Valuable and Beautiful Shade Pecan Tree.

and leaving the ground beneath it free and unobstructed. The pecan tree seldom throws up suckers or sprouts from the base or roots. This fact makes it a fine, clean tree for growing on a lawn, as its roots are deep and out of the way of lawn mower and flowers, etc. It has very handsome foliage. The leaves are compound in form and made up of numerous sickle-shaped, shiny leaflets, which are symmetrically arranged, so as to give the whole leaf a beautiful, long plume-like appearance. The shade afforded by a pecan tree is not the dense, heavy umbrage that excludes the sun and harbors dampness, but the light, dappled, mackerel shade that carpets the turf with wandering patches of sunshine. A few trees, even one tree, about the house for shade or ornamental purposes will, in a few years, yield enough income to pay the taxes on a very valuable city lot or farm. Our extra large bloomers are ideal for planting about the house, barn, street or city lot, where quick shade and early bearing are desired. A very large percentage of our trees bloomed this spring, and they are sold at catalogue prices, so in buying your trees from us you stand a good chance of getting blooming trees at the price charged for inferior stock by others. Be sure to plant pecan trees for shade, for they will furnish you shade in the summer and sunlight in the winter, together with profit in the form of large annual crops of nuts. Pecan trees about a home, in addition to their beauty and utility, are wonderfully dear to the hearts of small boys. They are some of the strong links that bind the erring hearts of growing youngsters to their homes. How fondly do you remember the dear old hickory or pecan trees! Do you not remember what joys they brought to your boyish heart each fall, and how eagerly you gathered their crop of clean, spicy nuts? We fully believe that if more pecan trees were planted about the home more boys and girls would stay there after reaching adult life.

**A Substantial Life Income!**—And a handsome inheritance for life for those who are dearest to you! Think what it means! Think what it means to be independent, to be able to look into the future without fear of old age, failing health, accident, increasing family responsibilities, money panics, uncongenial employment—troubles which overtake 98 people out of every 100. Can you afford to put it off another year? We say no, most emphatically no.

**Adaptability and Soil.**—Pecan trees adapt themselves to and thrive on a wide range of soils: the alluvial soil of the river bottoms,

the rolling red lands, the clay loams, the sandy pipe lands, the buckshot lands, the flat woods and the rolling lands of the more immediate coast regions seem equally adapted. Don't think that because the coast region now furnishes the most of the fine pecans that it is better adapted to their culture than other sections. The fine varieties originated there and the people were naturally the first to recognize the value and profit in pecan culture. Consequently they planted the first trees and had their old seedlings worked over with these fine varieties, and are now the first to reap the benefit of their foresight. But we do not believe that the coast region is the best for pecan trees. The poor lands of the South are just as good, cheaper, and will produce fruit earlier. Don't put pecan trees on seepy or crawfishy land. If you can't put your trees on land that

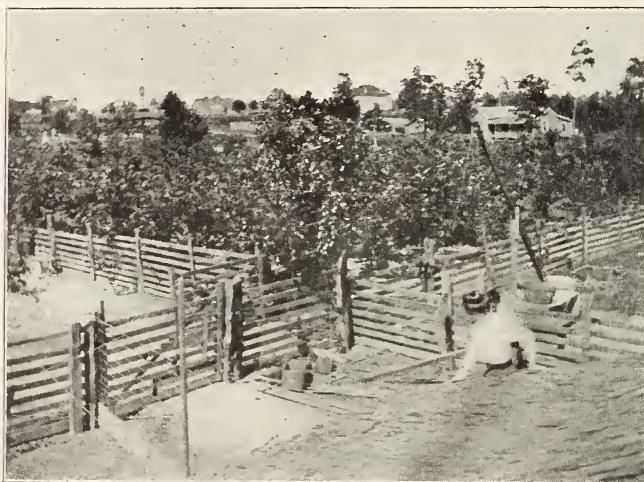


A Heavy Bearing Pecan Orchard on Cut-Over Pine Land.

would make a good crop of cotton or some other staple crop under the proper fertilization and cultivation, don't plant them. Land that is unfit for everything else is unfit for pecans. But you can grow pecans on poor land that is well drained by fertilizing them for three or four years; for after they once get a good start they send their roots down deep into the ground and feed on soil never reached by other plant roots.

**Cut-Over Timber Lands of the South.**—Pecans flourish on denuded timber lands of the South. We have planted them on cut-over timber land at Lumberton and so far they are doing almost as well as those in cultivation. They are here to speak for themselves and are open to your inspection. They will need a little more care

and fertilizer than trees put out and well cultivated. The trees planted out this way must have the ground grubbed up around them and the bushes nearby dug up and a larger hole made for them than for other trees so as to give them a good start. If you can possibly put the land in cultivation it is better to do so—even if you only raise peas or velvet beans on it. Lots of the cut-over land could be leased out to renters for three or four years, who would be glad to clear your land and care for your trees for the rental of the land. This is a very cheap way of getting a pecan orchard, as the cut-over land is now selling at from \$3 to \$10 per



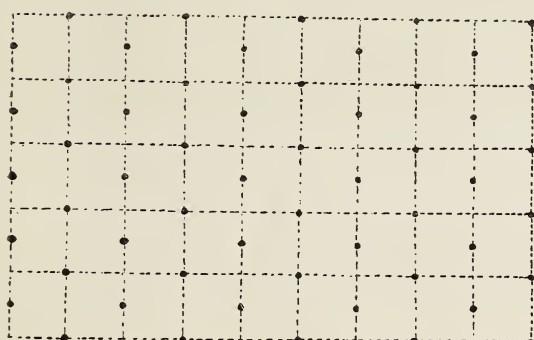
Showing Situation of Our Nursery.

acre. This land is certainly fine for pecans when given any care and the cheapest you can buy. We are always glad to aid any prospective purchasers of cut-over land in locating and buying it up who intend to put it in pecan trees. Our wide knowledge of the cut-over pine belt and the character of the soil most adapted to pecan culture is free to you for the asking.

**Laying Out in Triangles or Hexagons.**—Provide yourself with a wire, if possible, long enough to reach down one side of the field intended to be planted. Stretch this straight out between two posts and mark off on the wire the distance which the trees are to stand apart. Or use any method in staking out the base line, firmly setting a stake for each tree. Then procure two pieces of wire, if

possible, and put rings at each end, the distance of the wire, and the rings to be exactly the distance between the trees on the base line. Stretch these wires out toward the side where the next tree row is to stand. At the point where the rings overlap, set a stake for a tree. Remove first wire with ring on it to the stake for the third tree on the base line, stretch the two wires tight and put another stake where the rings overlap. Repeat as often as necessary. In setting the third row of stakes use the second as a base line, and so on. The cut on this page should show you exactly how we do it. You will notice that the trees are in line in six different directions—making the prettiest orchard possible. Where your order is large enough to justify it we put out trees for you. Write us if you want an expert to set your orchard. The following table shows the number of trees to the acre in both systems:

| Distance.     | Square Method, | Equilateral Triangle, |
|---------------|----------------|-----------------------|
|               | 1 acre.        | 1 acre.               |
| 30 by 30..... | 48             | 55                    |
| 35 by 35..... | 35             | 40                    |
| 40 by 40..... | 27             | 31                    |
| 45 by 45..... | 21             | 24                    |
| 50 by 50..... | 17             | 20                    |
| 60 by 60..... | 12             | 14                    |



**The Equilateral-Triangle System.—** By this system six trees are set equidistant from a seventh placed in the center. The basis of the system is not the square but the circle, since the radius of the circle is approximately equal to one-sixth of

the circumference of the circle. The name applied to this system, refers to the fact that the number of trees in each group-unit is seven. Equilateral-triangle system refers to the planting of the trees in equilateral triangles, but is identical with the hexagonal or septuple. It is the only system whereby each tree is placed equally distant from each of its adjoining neighbors,

and the only system which equally divides the space among the trees. By this method about 15 per cent more trees can be set than by the square method. For permanent plantings, at regular distances, this plan should be recommended before all others.

**Distance for Planting.**—On lands of only fair fertility, plant fifty by fifty feet. If on good hummock or a class of land that will produce good farm crops without the aid of fertilizer, we would plant sixty by sixty feet and not less. We would also urge that you use the triangular system pictured in this catalogue. This is the very best and most economical way of planting pecan trees.

**Your Trees Pruned and Prepared for You.**—We endeavor to send out properly pruned trees, just as if we were going to plant them ourselves, leaving the planter nothing to do but to set them out. The taller grades of trees should be top-trimmed, as it balances the top against unavoidable loss of some roots when the tree is transplanted. Proper pruning insures the tree living and a good growth. Where trees are properly pruned, handled and planted, there is no reason why any of them should die. Our prices are made on the height of the trees when dug. When properly top-trimmed, the height is often materially reduced. Therefore, if the height of a trimmed tree, when received, is less than the catalogue height, this is the explanation.

**Planting Pecan Trees.**—It is the prevailing opinion that when pecan trees are transplanted a large percentage will die. Such, however, is not the case if proper care is given to planting. The loss may in some instances be due to exposure of the trees before they reach the planter or to their being defective, but rarely is this the case when trees are obtained of reliable nurseries. By following a few simple directions the loss of trees may be reduced to less than one per cent.

In the first place, everything should be in readiness before the trees arrive, and failure to make this provision has been responsible for the loss of many trees. The ground should be prepared deep, with a two-horse plow, and harrowed smooth.

The tree rows may next be laid off straight, and a stake driven in to mark the location of each tree. Either the triangular or the rectangular method may be adopted, but care should be taken to have the stakes in line in each direction the rows may run. This will make after-cultivation easier, besides it looks much better to have the trees in good alignment.

Dig a hole where each tree is to stand, having the stake the center. The hole should be at least two feet across and of equal depth, and in case of very stiff clay the hole had best be larger.

Having everything in readiness, the trees may be carried to the field in the original package and planted as they are taken from



A Tree Set One Year in a Sweet Potato Patch.

the bale. In any event the roots must be kept moist. It is well to dip each tree in a porridge of mud and water as it is taken from the bale, first trimming the roots to a suitable length, and cutting off all bruised ends and broken roots.

Avoid exposing the trees to the wind or sunshine while planting is in progress as much as possible. Have one man hold the tree in place while another fills in the earth, placing the tree in the center of the hole, and in such manner that the tree will be planted at same depth it stood in the nursery. A small quantity of moist surface soil should be placed in the hole and the lower lateral roots extended in a normal position. This is to be tramped firm and then a second addition of earth made, the roots being extended as before and the tramping repeated. Continue in this manner until the hole is filled to within five inches of the surface. About two pounds of a fertilizer, consisting of bone meal and sulphate of potash, is now added around the outer rim of the hole, a little soil added and mixed with the fertilizer, avoiding contact with the root, and the filling may be completed. After packing thoroughly, loosen the surface soil around the tree with a rake to retain moisture. Trees planted in this manner will almost invariably start off nicely in spring and make a good growth, provided they are all right at time of planting. This should be followed with thorough cultivation during the greater part of the growing season. December is the month for planting pecans, but January plantings are almost as satisfactory.

**Our Guarantee to Live.**—When the above instructions are carefully followed, we will guarantee trees to live for one year or replace them at half the purchase price.

**When to Plant—Early If Possible.**—In this latitude, pecan trees may be set out any time after the leaves drop in the fall until the end of March. It is essential, however, that the trees be dormant. The planting in the late fall and early winter is preferable, as the trees start off and do better than those planted late in the spring. The United States Department of Agriculture, in a report, advises as follows: "In the southern half of the United States fall is the best time for planting trees—soon after the leaves fall, usually from November 1st to December 15th. Planting can also be done in the spring, from February 1st until the buds begin to swell. It is probable that careful work, moist soil and cloudy weather are more important than season or pruning."

**Cultivation.**—Our experience with pecans shows us that they grow off well on cut-over land without cultivation, but the universal opinion seems to be that they will do better where the land is

cultivated. In "Nut Culture," the United States Department of Agriculture, under this heading, says: "This should be thorough the first three years, or until the trees are of good size. Cultivate as for cotton crop, and keep the grass and weeds from around the trees by hoeing or mulching. Trees thus cultivated in Mississippi that are thirteen years old have grown to be twelve inches in diameter, and yield from a barrel to a barrel and a half of nuts annually. Other trees of the same age, and not cultivated, are but four inches in diameter. To secure the best results, manure, care and cultivation must be bestowed upon the trees."

**Fertilizing.**—If you desire to plant on land rather poor in fertility, thoroughly mix with the soil two or three shovelsful of well rotted compost when you plant the tree, or one or two pounds of bone meal. The best fertilizer after the tree is planted is to scatter manure around the tree. The more the better—one-half to one bushel to the tree, if possible. Do not bank it up around the tree, but scatter it around it for two or three feet. When it rains the substance will be taken down to the roots. Put this around your trees in the late winter if possible so that the trees will be able to get a fine growth in the spring. When the trees get old enough to bear use potash in some form—wood ashes will do.

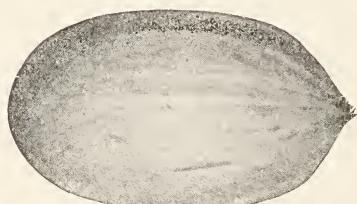
**Japan Walnuts.**—So many of our customers are anxious for a few of these valuable and early bearing trees for quick, small shade that we are offering you, when ordered with pecan trees, nice small trees at fifty and seventy-five cents each. This is the only walnut that we can recommend for the lower South. It has beautiful foliage, and the trees grow very rapidly and make a low-spreading head. The leaves are of immense size and a charming shade of green, making a desirable shade or street tree. The nuts are borne in great clusters—often fifteen to twenty in a cluster. They ripen early and do not have much of the walnut stain so objectionable in the black walnut. Five and six-year-old trees will bear from one-half to two bushels of nuts. They are thick shell; but at the same time the meats are easily extracted. It is a neglected tree, not receiving from farmers and fruit growers the attention that it merits. You should get a few trees for your own use.

**Let Us Bud or Graft Your Pecan Trees.**—We take contracts for budding and grafting pecan trees. If you have any small seedling trees that you would like to have budded or grafted by experts

with the very finest improved paper-shell pecans, write us. We also top-work old trees and guarantee results. No contract too large for us. We furnish buds and grafts from our own excellent trees and do the work as carefully and rapidly as possible. It will pay you to have your trees budded or grafted, whether large or small.

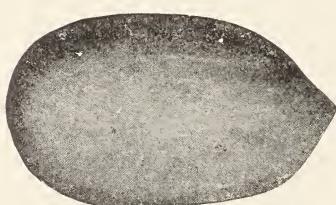
**Finest Pecan Nuts Sold by Us.**—If you are in the market for pecans of any description, write us at once your wants. Don't put it off until the holidays are on and the nuts all sold, but tell us about what you want. We can furnish you direct with any quantity.

**Description of Budded and Grafted Pecan Trees.**—As stated before, we have been stung in taking the description of others of pecans that they claimed possessed unusual qualities. We are now having to have these trees top-worked. Below you will find the varieties that are now recommended by the Government experts. These trees are the very best, and you can be sure that you will make no mistake in selecting any of these, with the possible exception of the Nelson. If you like we will select for your land if you will describe it to us when ordering—giving you the benefit of our very best judgment.



Stuart.

can make a mistake in planting this variety very liberally.

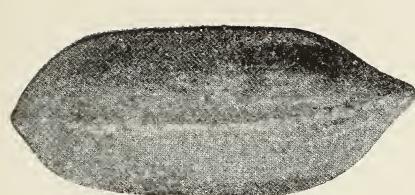


Frotscher's Eggshell.

makes an ideal round-headed tree, as shown on second page, and is a regular bearer. This is the variety that is growing over the grave of the late Governor Hogg of Texas.

**Stuart.**—The Stuart is a very large, heavy pecan of very good quality and an excellent filler. The tree is very vigorous and healthy and a heavy bearer. The Stuart pecan is succeeding over a wide area and is the safest and most profitable of all for market plantings. No one

**Frotscher's Eggshell.**—This variety, like Stuart, is succeeding over a wide area, and is one of the safest and most profitable of all varieties for commercial plantings. The Frotscher is a very large pecan, the largest paper-shell pecan known. The tree is a vigorous grower, and



Van Deman.



Success.

**Van Deman.**—A large, long, soft-shell nut of good flavor and good quality. A very popular market nut and one of the safest to plant generally. The tree is vigorous, healthy and a good bearer.

**Success.**—This grand nut has probably attracted more attention than any other nut recently introduced. Though not the largest nut in existence, the kernel has proved to be the heaviest in a test of fourteen leading varieties made during a series of years. See table of comparisons published in the Nut Grower for September, 1906.

Ovate in form, with thin shell of splendid cracking quality; kernel plump and heavy; flavor excellent, color bright, and form fine. Tree of good, sturdy growth and heavy annual bearer. Select nut, forty to the pound. Keeping qualities the best.

**Nelson.**—Nut the largest known, some specimens weighing nearly one ounce. Elliptical-oblong in shape. Medium-thin shell, clean and bright in color. The kernel is plump, sweet and rich. Quality the best. A quick grower, early bearer and very profitable. Habit of growth like the Frotscher—forming a round-headed tree. This is undoubtedly one of the finest pecan trees for shade and early bearing.

#### PRICES.

| Size.                 | Each.  | Five.  | Ten.   | One Hundred |
|-----------------------|--------|--------|--------|-------------|
| 3 feet to 4 feet..... | \$1.00 | \$4.75 | \$9.25 | \$87.50     |
| 4 " 5 " .....         | 1.25   | 6.00   | 11.50  | 110.00      |
| 5 " 6 " .....         | 1.50   | 7.00   | 13.50  | 130.00      |
| 6 " 8 " .....         | 2.00   | 9.00   | 17.50  | 170.00      |
| 8 " 10 " .....        | 2.25   | 10.00  | 19.50  | 190.00      |
| 10 " 15 " .....       | 2.50   | 12.00  | 22.50  | 210.00      |

These prices are most reasonable for the high-grade trees that we offer you and are as low as any reliable nurseryman will sell you the same grade of stock. We know that there are nurserymen that will sell you smaller trees at lower prices. We want you to distinctly understand that we do not want our trees or our prices:

compared to unreliable dealers. We are not in competition with such people.

For anyone desiring cheaper trees, we have several hundred slightly crooked trees which we will sell for 33 1/3 per cent less than the above. These trees have had the same attention, care, etc., and will soon grow straight when given plenty of room.

### TERMS AND CONDITIONS OF SALE.

**Orders.**—Buyers will greatly oblige us by using the order sheet in the back of catalogue. Please give clear shipping directions, your name, postoffice and shipping point, if different from post-office. Write as plainly as possible, and last but not least, plant your trees at once upon arrival, if possible, and in the best manner. Do not forget to cultivate well, and if season is very dry water liberally; it pays. Remember that a good per cent of trees made to grow off vigorously means something to us as well as to you.

**Minimum Orders.**—No order for less than \$2 will be accepted.

**Terms.**—Terms are cash with orders if for immediate shipment. On orders booked in advance 10 per cent down at the time of placing the order to insure us reserving the trees for you, and the balance before the trees are shipped. Orders for trees to be held some weeks after the shipping season opens must be accompanied by the full amount.

**How to Send Money.**—Send money by postoffice or Southern Express Company, money order, bank draft or registered letter. Personal checks will be accepted only when the reputation of the purchaser is sufficient to warrant us in doing so.

**No trees will be sent by mail.**

**Our Shipping Facilities**—Are good, we are situated on two lines of railroads and within a half mile of both depots. We get the best of express and mail service as well as telephone and telegraph service.

**Our Stock Freshly Dug.**—You never get anything but freshly dug stock when ordering from us. We can dig and ship the same day. That is what you want, is it not?

**Order Early.**—The demand for our improved budded and grafted pecan trees far exceeds the supply. Orders are filled in rotation, so it is very important that you send in your order early before the assortment of varieties, sizes, etc., is broken.

**Guarantee.**—We guarantee every tree sent out to be well grown, properly handled and packed and true to variety.

**Mistakes.**—We take great interest in our work, and probably make as few mistakes as anyone, yet we are not infallible, and therefore stand ready to make good any mistakes that may occur as far as possible, or if any varieties ordered should accidentally not prove true to label, we will either replace the same free of charge or refund the purchase price, but are not liable for further damages.

**Time of Shipment.**—Unless otherwise instructed, orders received during the shipping season will be forwarded as soon as possible after the receipt of the order. Orders booked in advance will be shipped as soon as may be after the last payment has been made and instructions have been received to make the shipment. We do not care to make any C. O. D. shipments. If you are skeptical, come to see our trees, or do not order them.

**No Charge for Packing or Drayage.**—We properly pack all trees and deliver them on board the cars.

**Responsibility in Transit.**—When we take clean receipt from the railway or express company, our responsibility ceases. We are not responsible for what occurs after the trees are received in good order as above, but we will cheerfully aid any of our customers to the limit of our ability in seeing that trees are properly delivered to them by the railroad. If you have any trouble, let us know; we shall be glad to help you.

**Situation.**—Our nursery is on an 80-acre tract of as fine land as there is in the State in the corporation of Lumberton, Mississippi, within a quarter of a mile of one depot and a half mile of the other. Lumberton is at the junction of the New Orleans and Northeastern and Gulf and Ship Island Railroads. Several passenger trains daily afford easy and convenient means of visiting our place.

**Visitors.**—You are cordially invited to visit our nursery at any time; we will take the greatest pleasure in showing you over our growing stock, where you may see the trees in all the stages of propagation and small trees loaded with pecans. We love to answer all questions, to give any information we are able to, whether you intend buying from us or not. See us when you can, and when you cannot write us. Ask us questions, get our ideas, prices, etc. If we can help you in any way, let us do it.

**Claims.**—If by any possibility errors should occur, they will be rectified if claim is made upon receipt of goods. We want every

customer to be a satisfied customer, and we feel that we can make him one.

**Substitution.**—When out of varieties ordered, we will substitute, unless instructed to the contrary, always giving the purchaser the benefit of our best judgment in so doing. In all cases we will most cheerfully refund money, instead of substituting, if so requested.

**Responsibility.**—As to our responsibility, we refer you to the First National Bank of Lumberton, any reputable citizen of our place, and our host of satisfied customers.

---

#### OUR TREES FREE FROM DISEASES.

No. 4.

STATE OF MISSISSIPPI.

#### Certificate of Inspection of Nursery Stock.

This is to certify that the stock in the nursery of I. E. BASS & SONS PECAN COMPANY, of Lumberton, County of Lamar, State of Mississippi, was inspected on August 11th, 1911, in accordance with the provisions of the Nursery and Orchard Inspection Law of the State of Mississippi, and has been found apparently free from San Jose Scale and other dangerously injurious insect pests and plant diseases.

This certificate expires August 31, 1912.

Dated, Agricultural College, Mississippi, August 15, 1911.

R. W. HARNED,

Entomologist Miss. Agr. Expt. Station.

## TESTIMONIALS.

A. S. HINTON, Vice-President.  
W<sup>4</sup>. P. HAYNES.

H. C. YAWN, Secretary and Treasurer.  
R. W. HINTON, JR.

PAID-IN CAPITAL, \$100,000.00.

Directors,  
R. W. HINTON,  
President and Manager.

Departments,  
DRY GOODS, OUTFITTERS.  
R. W. Hinton, Jr., Manager.

R. W. HINTON COMPANY,

DEALERS IN

GENERAL MERCHANTS AND NAVAL STORES.  
GROCERY, FURNITURE,  
J. F. PRESLEY, Manager.

LUMBERTON, Miss., August 1, 1910.

*To Whom It May Concern:*

We take great pleasure in testifying to the integrity and high character of the I. E. Bass & Sons Pecan Company of this place.

Mr. I. E. Bass, the President of this Company, has been an honored citizen of our town community for a number of years, and bears an enviable reputation as to honesty and responsibility for obligations.

We wish to add further that this Company has one of the prettiest and most flourishing pecan nurseries we have ever seen. The stock of these trees is six years old, and they were budded from old, bearing, paper-shell trees two or three years ago. Some of these trees are already blooming in the nursery, and parties who have bought state that many of the trees they purchased bloomed this last spring. Anyone desiring to purchase pecan trees could not do better than consult this firm.

Any representations they may make may be thoroughly relied upon, and any contracts will be satisfactorily filled.

Yours very truly, R. W. HINTON COMPANY,  
Per R. W. HINTON, President  
Per H. C. YAWN, Secretary.

W. W. PIGFORD, J. S. LOVE, J. B. SALMOND, L. C. PIGFORD,  
President, Vice-President, Cashier, Asst. Cashier.

UNITED STATES DEPOSITORY.  
FIRST NATIONAL BANK.  
CAPITAL, \$100,000.00.

LUMBERTON, Miss., August 1, 1910.

*To Whom It May Concern:*

I take pleasure in stating that I have known Messrs. I. E. Bass & Sons, of this place, for five years, and can cheerfully vouch for their integrity, honesty and ability. I feel sure that in any business transaction they will represent things exactly as they are, and give satisfaction to all customers.

Yours truly, J. B. SALMOND, Cashier.  
SECRETARY OF STATE,  
JACKSON, Miss.

JACKSON, Miss., July 13, 1911.

I. E. BASS & SONS PECAN CO.,  
*Lumberton, Miss.:*

GENTLEMEN—Replying to your inquiry, I beg to state that the pecan trees bought of you for the Capitol Grounds are growing nicely and seem to be doing as well as possibly could be expected at this writing.

Very truly, Jos. W. POWER,  
*Secretary of State.*

## THE I. E. BASS &amp; SONS PECAN COMPANY,

DR. W. J. STEVENSON,  
PHYSICIAN AND DRUGGIST.

LAUDERDALE, MISS., July 21, 1911.

THE I. E. BASS & SONS PECAN CO.,  
*Lumberton, Miss.:*

GENTLEMEN—The eleven (10—15 ft.) pecan trees I bought of you last fall are doing fine. I am pleased with them.

Yours truly, W. J. STEVENSON, M. D.

H. L. YARBROUGH,  
PHYSICIAN AND SURGEON.

AUSTIN, MISS., July 30, 1911.

THE I. E. BASS PECAN CO.,  
*Lumberton, Miss.:*

GENTLEMEN—All the pecan trees I got of you are living and looking fine except two, and one of these has buds putting out now. The two months' dry weather was very hard on the trees, but nearly all of the trees are growing nicely. I want to plant out six acres more this winter.

Very respectfully, H. L. YARBROUGH, M. D.

R. L. DICKS,  
LAKE CHARLES, LA.

LAKE CHARLES, LA., July 13, 1911.

THE I. E. BASS & SONS PECAN CO.,  
*Lumberton, Miss.:*

DEAR SIRS—All the trees that I bought from you are living except *one*, and that one is almost dead. Cannot account for this. I hope to place another order with you for trees.

With best regards, yours truly,

R. L. DICKS.

THE BRYCE HOSPITAL,  
Tuscaloosa, Ala.

THE MT. VERNON HOSPITAL,  
Mt. Vernon, Ala.

THE ALABAMA INSANE HOSPITALS,

J. T. SEARCY, M. D., Sup't.

E. L. McCAFFERTY, M. D., Asst. Sup't.

Address all letters relating either to business or to patients at the Mt. Vernon Hospital to Dr. E. L. McCafferty, Asst. Sup't.

Inclose a stamped envelope, with your name and address on it.

I. E. BASS & SONS,  
*Lumberton, Miss.:*

MT. VERNON, ALA., July 29, 1911.

DEAR SIRS—I received your communication this morning, and will say in reply that the pecan trees we bought from you are all doing very well. Only four out of the number died. So far, they are doing as well as we could expect them to.

Yours very truly,

E. L. McCAFFERTY, M. D.,  
*Asst. Sup't.*

CITIZENS BANK OF WILKINSON COUNTY.

L. C. VENTRESS, President, J. M. SESSIONS, Vice-President,  
CLIFFORD MCLEOD, Cashier.

MESSRS. I. E. BASS & SONS, WOODVILLE, MISS., August 12, 1911.  
*Lumberton, Miss.:*

GENTLEMEN—Replying to your favor of July 26th regarding the pecan trees I bought from you last year, will say that the trees are in a flourishing condition and are growing nicely.

I shall want more trees this fall, and will ask that you send me your catalog as soon as you issue same.

Yours very truly,

CLIFFORD MCLEOD.

From The Albany (Ga.) Herald, July 2, 1912

# BARNWELL PECAN GROVES ARE SOLD AT RECORD PRICES

*Group of Investors Buy Six Hundred Acres of Trees  
at Baconton for \$200,000*

HALF ARE BEARING;  
HALF ARE YOUNG

Mr. Barnwell Cleans Up a  
Profit in Eight Years of  
Fully \$125,000.

The famous Barnwell pecan groves at Baconton, sixteen miles south of Albany, on the Atlantic Coast Line Railway, have been sold to a group of investors for a record price.

The sale was consummated Saturday but the details did not become known until today.

The Barnwell groves contain 600 acres. The price paid, as announced today, was \$200,000.

The Barnwell groves were planted eight years ago by Mr. Charles M. Barnwell, who came to this section from New Orleans, seeking investments and a change of climate. He has given his groves his personal attention, and they have become famous for the quality of the nuts they produce.

## Who the Purchasers Are

The following parties form a syndicate who have purchased the Barnwell groves: W. C. Fipp, banker, Columbus, S. C.; Dr. William Weston, banker, Columbia, S. C.; Harry Johnson, New York, president of the Consumers Fertilizer Company; F. W. Royer, capitalist, Pittsburg, Pa.; Judson P. Welch, of New York, president of the Southern Nut and Fruit Company, of Albany.

per acre, than the tract planted in younger trees. Mr. Barnwell has refused a price far in excess of \$333 an acre for the 300 acres of 8-year old trees.

## Enormous Crop This Year.

Experts who have examined the trees in the Barnwell groves estimate that this year's crop will be between 75,000 and 100,000 pounds of nuts. And no finer nuts are grown in the United States than those which come from the 300-acre tract of older trees in the Barnwell groves. They are sold readily at prices no lower than 50 cents a pound, and ranging as high as \$1.25 for the larger sizes. This season's nuts are expected to be larger and better filled than usual.

Mr. Barnwell sells, with his place, the agricultural implements, wagons, stock, etc., on it, only retaining his favorite horse and the buggy to which the animal is driven. He will keep possession of the place until September 1, when it will be turned over to the new owners.

## Mr. Barnwell's Probable Profit

A gentleman who is supposed to be somewhat familiar with the probable investment which Mr. Barnwell made at Baconton, stated to a Herald representative today that his holdings had probably cost Mr. Barnwell \$50,000 to \$75,000, probably nearer the latter than the former figures. The sum represents the price originally paid for the land, the cost of budding trees, annual cost of cultivation, fertilizing, etc. Of course Mr. Barn-



# BARNWELL PECAN GROVES ARE SOLD AT RECORD PRICES

*Group of Investors Buy Six Hundred Acres of Trees  
at Baconton for \$200,000*

HALF ARE BEARING;  
HALF ARE YOUNG

Mr. Barnwell Cleans Up a  
Profit in Eight Years of  
Fully \$125,000.

The famous Burnwell pecan groves at Baconton, sixteen miles south of Albany, on the Atlantic Coast Line Railway, have been sold to a group of investors for a record price.

The sale was consummated Saturday but the details did not become known until today.

The Barnwell groves contain 600 acres. The price paid, as announced today, was \$200,000.

The Burnwell groves were planted eight years ago by Mr. Charles M. Burnwell, who came to this section from New Orleans, seeking investments and a change of climate. He has given his groves his personal attention, and they have become famous for the quality of the nut they produce.

#### Who the Purchasers Are

The following parties form a syndicate who have purchased the Burnwell groves: W. C. Fipp, banker, Columbia, S. C.; Dr. William Weston, banker, Columbia, S. C.; Harry Johnson, New York, president of the Consumer Lumber Company; F. W. Rix, capitalist, Pittsburg, Pa.; Judson P. Welch, of New York, president of the Southern Nut and Fruit Company, of Albany.

#### 600 Acres in Nuts

There are 600 acres in nut in the Burnwell groves. Of this tract approximately 300 acres consist of budded trees eight years old. In all there are about 11,000 bearing trees on the place. The other 300 acres consist of young trees just beginning to bear.

The average price paid for the tract is \$333 an acre. In proportioning the price, it is of course necessary to consider that the 300 acres of bearing trees is a much more valuable tract,

per acre, than the tract planted in younger trees. Mr. Burnwell has refused a price far in excess of \$333 an acre for the 300 acres of 8-year old trees.

#### Enormous Crop This Year.

Experts who have examined the trees in the Burnwell groves estimate that this year's crop will be between 25,000 and 100,000 pounds of nuts. And no finer nuts are grown in the United States than those which come from the 300-acre tract of older trees in the Burnwell groves. They are sold readily at prices no lower than 50 cents a pound, and ranging as high as \$1.25 for the larger sizes. This season's nuts are expected to be larger and better filled than usual.

Mr. Barnwell sells, with his place, the agricultural implements, wagon, stock, etc., on it, only retaining his favorite horse and the buggy to which the animal is driven. He will keep possession of the place until September 1, when it will be turned over to the new owners.

#### Mr. Barnwell's Probable Profit

A gentleman who is supposed to be somewhat familiar with the probable investment which Mr. Burnwell made at Baconton, stated to a Herald representative today that his holding had probably cost Mr. Burnwell \$50,000 to \$75,000, probably nearer the latter than the former figure. The one represents the price originally paid for the land, the cost of building trees, annual cost of cultivation, fertilizing, etc. Of course Mr. Burnwell has derived considerable revenue from the sale of nuts, though no crop has been anything like as large as this year's promise to be. If the total investment at Baconton by Mr. Burnwell has been \$75,000, he has cleared up a net profit of \$125,000 in eight years' time. And yet, the purchasers have not paid a dollar more than it is worth. They could clear up a nice profit by sub-dividing the tract and selling it to small investors. It is understood that they have no intention of doing this, but will hold the property intact.

Editorial from The Albany (Ga.) Herald, July 4, 1912.

## \$200,000 FOR A PECAN GROVE

Of more than ordinary significance was the story published in the local columns of Tuesday's Herald of the sale of a 600-acre pecan grove in Mitchell county, 16 miles south of Albany, for \$200,000. The grove, long considered one of the finest in the state, consisted of 300 acres of bearing trees 8 years old, and 300 acres of younger trees which have not yet come into bearing. The groves are in the best possible condition, and are expected to yield 75,000 to 100,000 pounds of best grade pecans this year.

Thousands of acres of land in what is commonly designated as the "Albany district" have been planted in pecans during the last few years. Hundreds of thousands of dollars are being invested in pecan tracts which have been developed and sold to parties with a few hundred or a few thousand dollars to put down against a rainy day. Pecan groves have proved attractive to a large class of investors who are unwilling to take chances, but desire something in the nature of a "sure thing." The pecan is about the hardiest nut-bearing tree known, and with ordinary care it lives for generations. The crop, while larger in some years than others, is unfulfilling, and there is a steady demand for paper shell pecans which will continue to grow until the groves of the South can supply the whole

world.

Thousands of persons in all parts of the country own the subdivided pecan tracts which have been planted in this section of the state during the last few years. Many of these owners have never seen their property, but have trusted in the representations of developers. In the main, the latter have been reliable. They have "told fair" with their customers, and the latter will have, in a few years' time, groves of bearing trees which will yield high-grade nuts for which there will always be an active demand. Unfortunately, some of the pecan projects may not pan out so well to meet the expectations of those who have invested in them.

But the sale of the Burnwell groves at Baconton for \$200,000 sets a new high mark for pecan deals in this section, and calls attention to the importance which the pecan industry has assumed. A few years ago the industry did not exist. There were a few small groves in this section, but few realized that they were the forerunners of what was destined to become a highly important industry. The time has come when bearing pecan groves which yield the better grades of nuts are the most valuable lands in this section, city property alone excepted, and their value is increasing every year.

But the sale of the Barnwell groves at Bacanton for \$200,000 sets a new high mark for pecan dealers in this section, and calls attention to the importance which the pecan industry has assumed. A few years ago the industry did not exist. There were a few small groves in this section, but few realized that they were the forerunners of what was destined to become a highly important industry. The time has come when bearing pecan groves which yield the better grades of nuts are the most valuable lands in this section, city property alone excepted, and their value is increasing every year.

\$200,000 FOR A PECAN GROVE

Editorial from The Albany (Ga.) Herald, July 4, 1912.

well has derived considerable revenue from the sale of nuts, though no crop has been anything like as large as this year's promises to be. If the total investment at Baconton by Mr. Barnwell has been \$75,000, he has cleaned up a neat profit of \$125,000 in eight years. And yet, the purchases have not paid a dollar more than it is worth. They could clear up a nice profit by subdividing the tract and selling it to small investors. It is understood that they have no intention of doing this, but will hold the property intact.

Of more than ordinary significance was the story published in the local columns of Tuesday's Herald of the sale of a 600-acre pecan grove in Mitchell County, 16 miles south of Albany, for \$200,000. The grove, long considered one of the finest in the state, consisted of 300 acres of bearing trees 8 years old, and 300 acres of younger trees which have not yet come into bearing. The groves are in the best possible condition, and are expected to yield 75,000 to 100,000 pounds of best grade pecans this year.

Thousands of acres of land in what is commonly designated as the "Albany district" have been planted in pecans during the last few years. Hundreds of thousands of dollars are being invested in pecan tracts which have been developed and sold to par-  
ties with a few hundred or a few thousand dollars to salt down against a rainy day. Pecan groves have proved attractive to a large class of investors who are unwilling to take chances, but desire something in the nature of a "sure thing". The pecan is about the hardest nut-bearing tree known, and with ordinary care it lives longer in some years than others is-  
suing all, and there is a steady de-  
mand for paper shell pecans which will continue to grow until the groves are harvested.

The average price paid for the tract is \$33,333 an acre. In pro-rating the price, it is of course, necessary to consider that the 300 acres of bearing trees is a much more valuable tract, than the 300 acres on the place which consist of young trees just beginning to bear.

Barnwell groves. Of this tract approximately 300 acres consist of budded trees eight years old. In all there are about 11,000 bearing trees on the place. The other 300 acres consist of young trees just beginning to bear.

The average price paid for the tract is \$33,333 an acre. In pro-rating the price, it is of course, necessary to consider that the 300 acres of bearing trees is a much more valuable tract, than the 300 acres on the place which consist of young trees just beginning to bear.

## **ORDER BLANK**

## The I. E. Bass & Sons Pecan Co., Lumberton, Miss.

**SHIP TO MR** \_\_\_\_\_

**WHEN SHIP** \_\_\_\_\_

R. R. STATION, TOWN-----

COUNTY \_\_\_\_\_ STATE \_\_\_\_\_

NAME OF RAILROAD \_\_\_\_\_

**POST OFFICE ADDRESS** \_\_\_\_\_

**PLEASE SHIP ME THE FOLLOWING BUDED OR GRAFTED TREES.**

TOTAL AMOUNT OF ORDER, \$.....

**REMITTANCE ENCLOSED WITH ORDER:**

Post Office Money Order - - \$ - - - -

Express Money Order - - - \$

Currency - - - - - 60

Total Amount Enclosed - **65**

If full amount of order is not enclosed, balance will be sent.

**NAME OF PURCHASER**

#### ADDRESS

DATE 191

(Over)

Please write the names and addresses of a few of your  
friends; who might buy Pecan Trees, so that  
we may send them our catalogue

| NAME | POST OFFICE | COUNTY | STATE |
|------|-------------|--------|-------|
|      |             |        |       |
|      |             |        |       |
|      |             |        |       |
|      |             |        |       |

DR. E. A. LEE, *President.*

DR. B. A. TABER, *Secretary.*

JENNINGS BOARD OF HEALTH.

N. S. WARD.

C. H. DUNHAM.

C. P. GIBSON.

JENNINGS, LA., February 3, 1911.

I. E. BASS & SONS,

*Lumberton, Miss.:*

GENTLEMEN—The fifteen trees just received from you, 10-foot size, were splendid. Were in good condition and very full of vitality.

Now, the thing that was really a marvel was the wonderful root system. I never saw anything like it in my life. No wonder your trees have the reputation of being strong growers.

I am, truly,

E. A. LEE.

D. S. McCLANAHAN, *President.*

T. B. FRANKLIN, *Vice-President.*

H. H. McCLANAHAN, *Sec'y-Treas. and Mgr.*

THE BELL LUMBER & MANUFACTURING COMPANY,

We Handle Everything for  
Building Purposes.

Agents for  
Pittsburgh Perfect Fence.

YARD AND OFFICE, OPPOSITE SOUTHERN DEPOT.

COLUMBUS, MISS., July 28, 1911.

THE I. E. BASS & SONS PECAN CO.,  
*Lumberton, Miss.:*

GENTLEMEN—The trees I bought of you last fall are growing fine. One tree, early in the spring, looked like it was going to die, and we cut it off about eighteen inches, and now it is coming out fine.

I only have a small place to plant trees, but expect to get a few more of you this fall.

Yours very truly, H. H. McCLANAHAN.

OFFICE OF

MARSHFIELD TELEPHONE EXCHANGE.

J. C. MARSH, *Proprietor.*

W. J. RIEK, *Genral Manager.*

INDEPENDENT LOCAL AND LONG-DISTANCE TELEPHONE.

MARSHFIELD, WISCONSIN, July 21, 1911.

THE I. E. BASS & SONS,  
*Lumberton, Miss.:*

DEAR SIRS—The 100 pecan trees I purchased from you were set out in early February. In refilling the holes, water was used freely. No fertilizer was used, but oats put in the holes as filled. They were set out on Ouachita River, in Catahoula Parish, La., just above Trinity. Every tree leaved out and appears to be thrifty. Surely, you could get no better report.

Yours very truly, J. C. MARSH.

TELEPHONES:

Residence, 193. Office, 194.

OFFICE HOURS:

10 TO 12 A. M. 5 TO 8 P. M.

J. C. CLOWERS, M. D.,  
CLOWERS BUILDING—FRONT STREET.

WYNNE, ARKANSAS, July 19, 1911.

THE I. E. BASS & SONS PECAN CO.,  
*Lumberton, Miss.:*

GENTLEMEN—Yours of the 11th to hand. Will say in reply the five pecan trees bought of you are all living. One of them has not put out leaves, but the trunk is alive, for the bark on it is still green. It will put out nicely next season, I think. The others are doing nicely—full of leaves.

Would be pleased to have treatises mailed me upon pecan culture.

Yours very truly, J. T. CLOWERS, M. D.

## PLANT PECANS.

---

If you wish to own an auto  
That will travel fast and far.  
If you have a dear desire  
For a splendid private car  
Plant pecans.

If your daughter yearns for jewels  
That will make a lurid blaze,  
Or your wife would be a leader  
Where some other matron sways.  
If you wish to give up toiling  
And in comfort spend your days,  
There's a way—don't overlook it—  
Plant pecans.

If you are sick of serving others  
And are looking for a change;  
If you wish to gaze at wonders  
That are far away and strange,  
Plant pecans.

If your son would squander money  
On a chorus girl;  
If you wish to own a castle  
Having walls inlaid with pearl;  
If your darling daughter wishes  
To be married to an earl,  
There's a way—don't overlook it—  
Plant pecans.

If within the Senate chamber  
You would like to hold a seat;  
If you wish to be untroubled  
By the rising price of meat,  
Plant pecans.

If you wish to get from under  
The big burdens which you bear;  
If you wish to go to Wall street  
And create a furore there;  
If, in short, you have a longing  
To become a millionaire,  
There's a way—don't overlook it—  
Plant pecans.